

Message Text

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PAGE 01 SOFIA 02017 231331Z

14

ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 AGR-05 AGRE-00 FEA-01 CEA-01

CIAE-00 COME-00 DODE-00 FRB-03 H-02 INR-07 INT-05

L-03 LAB-04 NSAE-00 NSC-05 PA-01 AID-05 CIEP-01 SS-15

STR-04 ITC-01 TRSE-00 USIA-06 PRS-01 SP-02 OMB-01

SAJ-01 /094 W

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R 231235Z SEP 76

FM AMEMBASSY SOFIA

TO SECSTATE WASHDC 1772

INFO AMEMBASSY BUDAPEST

AMEMBASSY BERLIN

AMEMBASSY MOSCOW

AMEMBASSY PRAGUE

AMEMSSSY BUCHAREST

AMEMBASSY WARSAW

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E.O. 11652: NA

TAGS: ETRD EEWT EEC BU

SUBJECT: INDUSTRIALIZED COUNTRY PRACTICES RE: IMPORTS FROM COMMUNIST COUNTRIES

REF: STATE 223895

1. RESTRICTIONS ON BULGARIAN EXPORTS WHICH GOB SEES AS MOST IRKSOME ARE THOSE ON FRESH OR SEMI-PROCESSED AGRICULTURAL PRODUCTS SHIPPED TO WESTERN EUROPE, PARTICULARLY EEC FLOOR PRICE RESTRICTIONS WHICH OFTEN LIMIT BULGARIAN EXPORTS DURING PEAK OF WESTERN EUROPEAN GROWING SEASON.

2. BULGARIAN MFT OFFICIALS IN THE PAST, IN REVIEWING THE EFFECTS OF QUOTAS AND OTHER NTB MEASURES, HAVE INDICATED THAT

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PAGE 02 SOFIA 02017 231331Z

WHILE THERE WERE OCCASIONAL PROBLEMS FOR SPECIFIC PRODUCTS,

THESE MEASURES WERE NOT GENERALLY AS RESTRICTIVE AS TARIFFS.

3. WHILE NTB MEASURES REDUCE SALES OF AGRICULTURAL
PRODUCTS, MAJOR BARRIER AGAINST BULGARIAN EXPORT OF MANUFACTURED
PRODUCTS IS POOR QUALITY, LACK OF
MARKETING SYSTEM IN
WEST, AND POOR AFTER-SALES SERVICE. WESTERN EMBOFFS WITH WHOM WE
HAVE DISCUSSED SUCH MATTERS BELIEVE THAT NTB MEASURES DO NOT
RESTRICT BULGARIAN MANUFACTURED GOODS AS MUCH AS LACK OF
ACCEPTANCE BY WESTERN BUYERS.
FELDMAN

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